



# Inside Region IV

Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, Tennessee  
Edition 3, Volume 2 Spring 2005

*For and about SBA in Region IV*

## Message from the Regional Administrator

Each year, we take time from our routine activities to pay tribute to the achievements of America's 25 million small business men and women and the tremendous contributions they play in keeping our national economy strong. It is also a time to reflect on the role that SBA plays in helping those small businesses succeed.



Each time I look at the Execution Score Card, I am reminded of the outstanding work that is being done in every district office in this region. You need only to consider the increase in numbers of loans we guarantee to realize how much ground we have covered in four years. As daunting as our goals seem at times, truth is we are moving the numbers upward in a very real way. More importantly, we are having a real impact on business starts and job creation.

Just a few short months ago, the critics were predicting dire consequences for SBA and our small business customers if proposed changes to the 7(a) program were implemented. Well, they were implemented and today we are headed toward another record breaking year. Together we have proven them wrong and we have strengthened SBA in the process.

As we move into the second half of 2005, keep in mind what an important role you play in making SBA a success.

*Nuby*

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## North Carolina Business Owners Named National Young Entrepreneurs

A Region IV company has again captured top honors during National Small Business events in Washington. North Carolina based Metal Recycling Services was named the 2005 National Young Entrepreneur, beating out nominees from 70 district offices across the country.

Metal Recycling Services got its start by two college students who collected and resold scrap metal to make some extra spending money. But the idea has turned out to be an incredibly successful small business venture. Owners Will Simmons, 25, and Josh Rozsak, 25, were students at Winthrop University when they started salvaging recyclable metals from a rented van. They discovered an open market for recycling services in Monroe, NC and along with Josh's brother Jeremy, 27, launched Metal Recycling Services.

The firm processes raw iron, steel and nonferrous metallic scraps collected from industrial sites, land fields and drop-offs from the general public. The materials are sorted by type and grade and sold to manufacturing industries. About half of the metal scraps come from commercial sites, many with on-site containers that are emptied and replaced as needed.

Metal Recycling, which had gross sales of nearly \$5 million in 2003, recently opened a new processing facility with an auto shredder financed with an SBA 504 loan. With the additional capacity the new plant offers, sales are projected to increase by over 600% in the first twenty four months. The expansion will also enable the company to grow its market outside North Carolina. Metal Recycling currently has 35 employees.

# Tennessee Sets Matchmaking Record

## District's Work Decisive in Event Success

Contributed by David Tiller, Tennessee PIO

The Southeast Regional Business Matchmaking conference that took place at Nashville's Opryland Hotel March 23-24 was a great success. Thanks to the strong effort of the Tennessee District Office and all of its resource partners, the two day event set an all time record for the number of appointments between buyers and small business sellers.

The event was attended by 810 small business owners and managers, and 131 buyers from the public and private sector. More than 3500 15 minute face-to-face meetings were held.

The meetings are designed to interface small businesses with procurement officers, giving them a chance to pitch their products and services in hopes of obtaining contracts. Over \$26 million in contracts have resulted from past matchmaker events, and in fact one contract totaling over \$1 million has already resulted from the Nashville event.

Additional results will be tracked through follow up contact with the sellers within the next month. These statistics help the agency tract the impact

and effectiveness of the matchmaker program.

Regional Administrator Nuby Fowler and Deputy Administrator Melanie Sabelhaus attended the event, with Ms. Sabelhaus serving as the luncheon keynote speaker.

The Tennessee District Office devoted its entire staff of fifteen to the assist the Business Matchmaking organizers and sponsors of the program. Staff devoted considerable time to



Discussing the Matchmaker Event's success, DD Clint Smith, D. Ad Sabelhaus, Sylvia Casteneda, reporter, WKRN, Steve Watt, WKRN Sales Manager, RA Fowler and David Lizzaraga, Chair of the US Hispanic Chamber Board

placing phone calls to federal agencies and large prime contractors beginning at least ten weeks before the event in an effort to recruit buyer-participants. Sellers were recruited as well. For example, every 8(a) firm in the state received numerous reminders of the event. The business journals, dailies and weeklies were all contacted regularly between the

initial press conference in December of 2004 and the day of the event. The event was covered by both print and

broadcast media.

Because this was the first event where small business sellers participating were first required to register in Central

Contractor Registration (CCR.gov) district office staff was required to check compliance with this requirement.

Every effort was made to insure that the participants represented reflected the diversity of the state. As a result, women owned business represented 42% of sellers, 56% were minority owned and 20% were veteran owned and 8% disabled veteran owned. Businesses certified as 8(a) firms represented 24% of sellers and HubZone businesses represented 14% of those in attendance.

These numbers establish a new record for the three year old matchmaker event, according to the Hewlett Packard Small Business Foundation and event organizers. All District Office staff received a one day Star Award for their efforts.



# Region IV Staff Profile

## South Florida's Consuelo Santiago does Double Duty *For SBA at Home and Freedom Abroad*

Contributed by South Florida Public Affairs Officer Althea Harris

South Florida Business Information Assistant and Air Force Reserve Sergeant, **Consuelo Santiago**, was scheduled for deployment to Turkey in early 2002 after the U.S. invasions of Afghanistan and Iraq. Unfortunately, one of her three siblings became seriously ill and her deployment was cancelled. While Consuelo was disappointed, her supervisor and colleagues in the SBA South Florida District Office were relieved. "While I'm proud of her contributions to our country, I hope she never has to go to a dangerous place" said supervising Administrative Officer Carol Doubleday. "Besides, she's much too valuable to our office to be gone for a long time!"

Consuelo handles time and attendance, GSA vehicle requests, and processes mail and Federal Express packages for the entire office. She also records satisfactions of mortgage; processes check payments for loans; and transfers files to other SBA offices. She is designated back-up for the Administrative Officer.

Born in Puerto Rico, and raised in the Bronx in New York, Consuelo has been Active with the U.S. Air Force since 1985 "I enjoy being in the military; I really do. It is the lifelong fulfillment of a childhood dream."

Now a reservist, reporting to Homestead AFB in South Florida, she is the NCO in charge of the administrative office for the 482<sup>nd</sup> Mission Support Squadron. She supervises the managing and updating personnel files and deployment records; uniform needs and immunization records. Consuelo and her team will provide administrative support and preparation when the Global Air Chiefs Conference convenes this year.



Last year Consuelo was deployed to Italy where she helped the Air Force Postal Crew receive and distribute mail packages. She was previously deployed to Spain where she physically loaded and unloaded military cargo planes and built and broke down cargo pallets. This

demanding work requires Consuelo be in good physical condition. She keeps fit by performing cardio and weight training. She also plays shortstop and second base for a local softball team.

As a reservist, Consuelo is in a position of trust and so has secret clearance. "Trust in her is well-placed and deserved", says South Florida Deputy District Director Gilbert Colón. "She puts herself out to do things she doesn't have to do. We all really appreciate that about her."

### Region IV to Host Size Standard Hearing

Region IV will host a public hearing on the proposed changes to the agency's small business size standards on June 9, 2005 at the Fulton County Public Library in Atlanta. Individuals interested in participating should pre-register on line at [Hearings.sizestandards@sba.gov](mailto:Hearings.sizestandards@sba.gov). Testimony taken during the hearing will become part of the administrative record that will be considered when SBA deliberates approaches to simplify and restructure size standards. Small businesses with additional questions should contact Gary M. Jackson, Assistant Administrator for Size Standards at 202.205.6618 or email [sizestandards@sba.gov](mailto:sizestandards@sba.gov)



## Mississippi Finds Success in Faith Based Program

Gary Reed, Mississippi PIO

The Mississippi District and Gulf Port Branch Office continue to develop workshops and training seminars to reach out and educate faith-based and community organizations about SBA programs. The effort to ensure that these groups have equal access to the services is part of the SBA's implementation of the President's Faith-Based and Community Initiative, which supports the compassionate efforts of faith-based and secular grassroots organizations to improve their communities.



MS DO Staff Conducting Faith Based Training

### Most Improved Players

Region IV's 2003 to 2004 most Improved 7(a)/ 504 Loan Performers

#### 03-04 increase

Kentucky	70%
North Carolina	56%
Alabama	43%
Georgia	37%
South Florida	37%

## Regional Office Has Resources to Support Your Marketing Activity

When planning your marketing activities, don't forget that the regional office has excellent resources available to enhance your event presence. The first is a 10X10 display that is ideal for larger events such as conventions and trade shows. The display is stored in a convenient rolling case. It is best to plan on a two person set up, although it can be set up by one.

The second display option is a light weight pop-up that measures 3X7. It has the design of a window shade and can be easily transported by one person with the shoulder strap carrying case and has quick set up. The pop-up is ideal when one person is staffing an event, as well as for smaller activities, or to supplement the larger display at SBA sponsored events.



These displays can be reserved by contacting David Perry or Adele Kehoe at the regional office. A 7 day advanced is always recommend and reservations are first come, first serve. District offices are asked to designate a responsible staff member to set up and dismantle the displays to reduce the risk of damage.

The regional office also has an LCD projector available for district office use. Contact Adele to reserve it.

The Office of Marketing and Customer Service in Washington has just made a Spanish language version of the large display available to field offices. For more information on reserving this display contact David Perry.



# PHOTO FILE



Administrator Barreto, Nuby Fowler, and GA DD Terri Denison with a local business owner and Chamber of Commerce officials during the Administrator's recent visit to Columbus GA.

GA DD Terri Denison, Nuby Fowler and Administrator Barreto with 2004 Small Business Person of the Year Sherri Mitchell along with husband Pat and their two children during a tour of their Columbus GA business, the Growing Room



Administrator Barreto prepares for an interview with local CBS affiliate during his visit to Columbus



Got a shot to share,  
Send it to [david.perry@sba.gov](mailto:david.perry@sba.gov)  
along with a description of the picture.



NFL/SBA Minority Leaders of Tomorrow- held Superbowl week in Jacksonville, FL. Administrator Barreto – Far left, with Reggie Williams, Deron Cherry and Andrea Berry- Fox Network



Evelyn Walton, SCORE Secretary, in her costume depicting the late singer Josephine Baker whose life was featured in a Black History Month program at the SBA Georgia District Office.



Nuby Fowler along with State and local officials at the opening of the new USEAC in Atlanta

Photos Contributed by:  
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